



Automotive Supplier Excellence Australia



Stage 2: Supplier Evaluation &
International Benchmarking

Introduction

The Automotive Supplier Excellence Australia (ASEA) Program aims to:

- Develop a sector-wide competency framework for Australian automotive suppliers, and
- Plan and implement a prioritised, sector-wide series of development programs to raise component supplier capability to a globally competitive standard.

Stage 1 of the Program used a comprehensive industry survey and consultation program to determine which organisations should be benchmarked, and what they should be benchmarked against.

Stage 2 of the program will provide participating suppliers with:

- Access to a specialist review team, drawing from a wide range of industry experts
- An understanding of their current performance with respect to national and international benchmarks
- A detailed improvement plan for achieving world class competency and sustainability

Stage 3 of the Program will assist suppliers in implementing some of the actions identified through the Stage 2 process.

If you have any queries regarding the Program or its delivery, please visit www.asea.net.au or contact:

- Bruno Bello, Leader – Supply Chain Development Team on 03 9208 6525, or 0409 123 701, or
- Victor Pantano, Project Leader – on 0406 422 074



Victor Pantano
Project Leader

Victor has led the development of the ASEA Program since his return from the UK where he managed similar supplier development initiatives within the Jaguar and Land Rover supply base. Victor completed his PhD with Ford of Australia based at the Geelong Stamping plant. Victor has spent time in Ford's global operations including Ford India, the Premier Automotive Group and Ford US.

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Bruno Bello
Leader, Supply Chain Development Team

Bruno has managed automotive plants on three continents, working for Arvin Meritor in Australia, Germany and the US. He has an exemplary track record in improving plant profitability and in addressing key improvement issues. Bruno has also worked for Argo, the international manufacturing consultancy.

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The following specialist reviewers have been selected on the basis of their significant experience in both the automotive and manufacturing industries in general. Teams will be selected for each company based on specifically identified needs.



Linsey Siede

Linsey has occupied positions at the highest level within the global automotive industry. Beginning his career at General Motors in

Australia and then the US as a Design/Development Engineer, Linsey progressed through various positions within Delphi Automotive Systems, becoming Managing Director and Chairman of the Australian operations in 2000. Linsey was also the Marketing, Planning & Technical Director for Delphi Asia Pacific during the critical spin-off from GM. Most recently, Linsey was the Director and Executive General Manager of ANCA.

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Ewen Kilpatrick

Ewen is an industry specialist who has focused on lean manufacturing, quality and new model introduction issues

at the highest level across a range of companies. Ewen has worked for ACL Pistons, Toyota, Repco, Email Metals and Toyota Boshoku. In addition to holding a number of senior management positions in these organisations, Ewen has also worked as a consultant addressing performance issues for a number of automotive suppliers.

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Peter Taylor

Peter has gained extensive experience within Ford in the areas of supplier development, total cost management,

purchasing, change management and management leadership practices. Peter has worked with a broad list of suppliers in the Australian industry, and has a passion for flawless execution.

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Grant Anderson

Grant brings a wealth of experience to the Program from the international automotive industry at the highest levels. He

has held regional and global CEO-level positions for a range of companies including Schefenacker and Pacifica Group Limited. Most recently he has been the CEO at MH Group and Loscam Limited. Grant has also been National President of the FAPM.

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Walter Uhlenbruch

Walter Uhlenbruch built Hella Australia from being the company's first international manufacturing operation to the

Regional Headquarters for its Asia-Pacific operations. Walter served as the Chairman of Hella until June 2007. He has also been the National President of the FAPM, the Society of Automotive Engineers, and the MTIA (now the Australian Industry Group).

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Russell Maker

Russell has held a range of positions including a regional role managing a team of finance professionals for APV

Baker, one of the world's largest global process engineering companies. Further senior positions in manufacturing entities culminated in the position of Managing Director of EDAG Australia, part of the global EDAG Group that provides product development and production equipment for the automotive industry.

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Ben Kramer

Ben has held a number of senior roles in Australia, Asia and Europe. Working with companies such as Robert Bosch and

Phillips, Ben has gained experience across a wide range of product categories ranging from automotive to industrial products and lighting. Ben has a proven record of restructuring businesses and quickly growing new market opportunities.

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Matthew Dingle

Matthew has extensive experience in product development and applied research having worked for Ford locally and with

Volvo Cars and GM Holden. Matthew has held roles including the coordination of engineering activities and technology transfer from the USA and Europe. Matthew has also worked as a consultant for a range of manufacturing businesses in Australia and in the Asia Pacific region.

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Bill Byass

Bill Byass has developed an impressive international career with a focus on management and leadership, global

sourcing and marketing and supply chain integration. Bill brings significant international experience including a lead Asia-Pacific role within Rockwell, followed by the role of Vice President for the Door Systems Division of Arvin Meritor, based in Western Europe. Bill has a strong understanding of the issues facing many businesses and how to plan and deliver improvements across many organisational cultures.

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Christian Thorn

Christian joined Deloitte in 2000. With Deloitte, Christian has undertaken a range of analytical and strategic projects in the automotive

industry including benchmarking and industry analysis. He has also consulted on process flow mapping, product development and government financial incentives. From 2004, Christian has been employed as a sessional lecturer at the University of Melbourne in the Department of Accounting and Information Systems.

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Mardi Trompf

Mardi has a wide breadth of experience in the automotive and aerospace fields, having worked for Ford in Australia, Taiwan and

China. Mardi has also worked for Boeing in the US and locally for Futuris. Mardi has expertise across a range of areas including purchasing, project management and lean manufacturing.

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Frank Woolford

Frank brings a wealth of experience to the Program through his career with BHP, Hamersley Iron and Alcoa, in addition to

working within the automotive industry at the highest level with both Holden and the supply base. Frank has a highly successful track record in restructuring plant operations and driving efficiency through manufacturing companies.

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Michael Barker

Michael is well regarded as a logistics specialist with over 20 years experience managing complex end-to-end

supply chains with global organisations such as Australian Arrow, Iveco Trucks, Hella Australia and Philips Industries. Michael uses his commitment to lean as a means of driving efficiencies through the supply chain. Michael has also established a number of distribution centres that have achieved exceptional results in delivery, quality and other major KPIs.

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Peter Cesco

Peter's area of specialisation lies in lean manufacturing which is complemented by his strength in

change management. Most recently Peter assisted the South Australian Government in delivering the "Quick Changeover" program. Peter has had extensive experience assisting companies in the automotive industry as well as broader manufacturing.

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Bob Edwards

Bob has gained a range of skills while working for Mitsubishi Motors Australia, from production coordination through

to quality management. Bob has a unique insight into the need to link people, management and motivation to outcomes. Bob has developed high level expertise in supplier quality and improvement strategies.

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Matthew Green

Matt is an Account Director within Deloitte's Corporate Reorganisation Group with over eight years experience

in the business turnaround consulting practice. During this time Matt has worked extensively in the manufacturing, automotive, textiles, printing, retail and aquaculture industries on both restructuring and turnaround projects.

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Todd Standal

Todd comes to the Program from an impressive career at Boeing followed by Genie Industries in the US as an industrial

engineer focussing on lean practices. Todd's passion for manufacturing and in particular lean attracted him to Argo Incorporated, a global lean implementation organisation that focuses on value stream mapping and many other improvement techniques.

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